

**From:** Scott\_Brown@criterioncatalysts.com@inetgw  
**To:** Microsoft ATR  
**Date:** 1/23/02 10:06am  
**Subject:** Microsoft Settlement

I would like to express my disappointment with the proposed settlement. It doesn't seem to go far enough. There is no fundamental change happening as a result of this settlement. For all intents and purposes it would seem that Microsoft can continue to do business the same way it always has. It was apparent from the trial that the past behavior in regards to past court mandated orders did not change. The people at Microsoft were smart enough about their product to simply program a way around any restrictions. It was business as usual. I am a long time Microsoft product systems administrator. I like there products and I have built a career around what the have to offer. I am disturbed however by the complete focus of the management at Microsoft on getting that last 10%. It is a given they own 90% of the market, mostly due to products that fit a particular area, not because of exceptionally better products. You would think that a company that has achieved this kind of dominance would be interested in building a better product with the large resources they have., This does not appear to be the case. Their primary focus is driving out competition and getting the last 10% they don't have. Because of their success there business is forced strategy wise to invest and diversify, hence the drive to fill out the remaining uses of there core products, OS and Applications. They are moving into all of the other areas like music players, computer maintenance software like defragment utilities and such. I would not be surprised to hear they are coming out with their own antiviral software. It would seem the drive and ambition that got them where they are is still there. Unfortunately when you are as large as they are drive and ambition quickly become threats and coercion to companies that are infinitely smaller. At some point a company must mature and shift gears in how it runs its business and relates to the companies around it. Microsoft hasn't reached this type of maturity yet. They have succeeded in alienating almost everyone in this business. It is my hope that the antitrust case will force this maturity upon them. Sometimes you have to make people change for there own good. Its called intervention in the substance abuse circles.

Scott Brown  
Systems Admin